Dear Dave, 12/5/91

If nothing else comes from it, the Dallas gathering of the nuts promises to be good for the book business if one reaction I got is an indication.

You probably met the couple from Penna. who drove there with a car full of books. I think they run a mail-order business from their home.

We got an order for 100 books from them. Turns out there is a small problem Lil is correcting, we had the cost by mail on them when printed and that is so much greater now. She she has to change that and we are using a sticker with our correct address on those printed when we lived at Hyattstown.

Our nephew Clark came to carry the cartons up from the cellar, when Lil has a box ready I protect and seal it, and before long we'll be off to UPS, Clark to tote them in.

As you may remember, I'm the common labor on the book end. Lil does all except make and mail the packages. Most of the time I do not pay any attention to the name of the purchaser. I don't want to interrupt her concentration so I'm not asking her but whether or not these people have been customers in the past, they have not placed this large an order or I'd know of it.

Most of our customers do not stock the books. I can remember in the recent past getting orders from three different Walden stores on a single day. In the course of a year some of the customers sell more books than this order.

~~But what indicates to me that~~ On the basis of their sales these people anticipate good business (they'll probably raise the listed price) for them to place an order of this size. They probably have an effective mailing list by now and have an idea of what they'll sell.

Which, while I'm waiting for another box to finish, is why I write this.

I also had another phone call today from a Dallasite who was there. He is going to send me a check for all the books.

The 400 there all buy books and after all that excitement they'll be telling their friends, who'll be able to go to their stores and take the books home.

So, I think that if that symposium does no other good, it will be good for the book business.

Best,

Hardy